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| **RAHUL** **RAHUL.348169@2freemail.com** |
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| **Objective** |
| Sales Management position that will not only effectively utilize acquired expertise, creative talents and commitment to excellence, but also develop and enrich it, broaden the perspective and gain a fulfilling experience. Desire a position with career growth potential. |

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| **Personal skills** |
| * Encompassing **Sales** and **Team Management**
* Skill to **drive business growth**, capitalize on new revenue potential and manage **all aspects of daily business operations.**
* **Quick and sturdy** with an ability to rapidly achieve organizational integration, easily assimilate job requirements and aggressively employ new methodologies.
* **Energetic and self-motivated** team player/builder.
* Proven track record of **increasing revenues**, streamlining workflow and creating a team environment to increase productivity.
* Excellent **leadership skills**, capable of **motivating** and **handling** teams to **produce desired results** even under situations of pressure and while handling multiple responsibilities.
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**Key Competencies**

**\* Retail Management**

**\* Sales Management**

**\* People management**

 **\* Business Development.**

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| **Academic** |

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| **NAME OF THE EXAMINATION** |  **NAME OF THE INSTITUTION / BOARD** | **Percentage****SECURED** |
| Diploma in Mechanical Engg.  | **BHUVAN POLITECHNIC / Board of Technical Education, Karnataka** | **61%** |
| I.T.I | **VINAYAKA INDUSTRIAL TRAINING CENTER / Dept. Employment and Training, Karnataka** | **80%** |
| SSLC | **SSEA P.U COLLEGE****Gauribindnur .****(Karnataka State Board)** | **37.50%** |

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| **Organization:** **IKYA (Quess corp pvt.ltd)****Project : Google MY BUSINESS****Designation: TEAM LEADER 2015 - 2016****Responsibilities:-**  * Selling **ADD’s** to customer by pitch on there Business.
* Also handle customers issue and resolving all issues from sales.
* Focusing on high ASP and maintaining .
* Retaining same consumer with good relationship.
* Build and maintaining a **healthy and strategic relationship** with customers.
* Planning beginning of every month for achieving target.
* Achieving month on month target given from my Team.
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| **Organization: RELIANCE.****Project: DATA CARD****Designation: SE – SALES EXICUTIVE 2014-2015****Responsibilities:-*** Sales in Bangalore.
* **Stock Reporting** and alsoSchedule activities .
* **New** planning for sales growing in market.
* Constantly follow upwith all the dealers and market enquiries.

**Organization:** **FEDRAL MOGUAL****Project: PISTIN MANUFACTURING****Designation: MISSION OPERATOR 2011-2014****Responsibilities:-*** **QUALIY CHECK** operation Given in the control plan.
* **Stock planning** and alsoSchedule activities .
* Being a top performer for Bangalore continuously for 6 Months
* Awarded for highest sales.

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| **Highlights** |
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* Remarkable **ability to craft a solution** with appropriate products and services that meet business goals based on client discussions.
* Profound ability to **develop positive and supportive relationships** with colleagues; internal staff and management.
* Exceptional ability to demonstrate professional skills for **verbal and written communication**.
* Uncommon **follow-up skills** with customers, internal staff and management.
* Strong ability to be a **team player**.
* Sound ability to **accept rejection and constructive criticism** with professionalism and open mindedness.
* Great **persistency and ability to negotiate** with professional skill and expertise.
* Excellent listening skills and **ability to value** other opinions.
* **Result Orientation, tenacity to surpass set targets** consistently. Skill to push team members for high achievement levels by setting personal example.

**Technical Skills:*** Adapt in Microsoft **Excel/Power point & Basics**
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